

CPESEN[®] USA PARTICIPATION FEES

Why Are Participation Fees Necessary?

- Fund operations
- Shared investment in quality assurance and reporting requirement for clinical integration. Clinical integration allows for:
 - Collective marketing of all participants
 - Direct negotiation with payers
 - Partnerships and risk-bearing arrangement with other providers

Local CPESN Networks get all of the Expertise and Support Services and Tools that CPESN USA is Providing. That Includes the Following:



Operations

Administrative Support – Each network is assigned an Account Manager to help with scheduling webinars, distributing communications, and keeping the network organized



Network Development

Network Development Expertise – Each network can leverage the expertise that CPESN USA leadership possesses in starting and building enhanced services networks



Marketing

Marketing Communications Resources – Each network has access to branding, designing, and marketing expertise and tools offered by CPESN USA leaders



Payer Engagement

Payer Strategy Insight and Collaboration – Local networks can collaborate with other local networks on payer strategies and gain insight on engagement opportunities



Luminary

Luminary Development – Local network luminaries can benefit from on-going training and professional development training provided by CPESN USA leaders



Legal

QA and QI Guidance and Best Practices – Each network will receive quality assurance guidance, quality improvement expertise, and leverage best practices of other local networks

Who Determines the Amount of Participation Fees?

- CPESN USA is governed by board managers from the local CPESN[®] networks
 - Budgeting process starts in March and approved by board in May of each year
 - Based on:
 - Number of participating pharmacies
 - Required operations and capacity as directed by managers
 - Can be reset or changed by managers each year higher or lower

How Do I Pay My Participation Fees?

- Fees are based on a “per rooftop” model
- CPESN USA uses ACH drafting local network fee collection and credit card processing to collect participation fees

Overall Goal of the Effort

- Create sustainable models of revenue and leverage to preserve community-based pharmacy practice
 - CPESN USA endeavors to aid in the financial sustainability of community-based pharmacies through fostering and enabling the provision of high quality and high integrity patient-centered enhanced services that are integrated with the patient’s care team and transcend conventional outpatient pharmacy contract obligations.

QUESTIONS & ANSWERS

Q: When did CPESN USA start collecting participation fees?

A: The collection of CPESN USA participation fees began in April 2018. Back then, three options for fee collection were offered: monthly bank drafting, annual invoices, or local network fee collection, with the caveat that CPESN USA has the option to assess the efficiency and effectiveness of each mechanism at any point in time and consider changes to fee collection options.

Q: What is the current monthly fee for participation in CPESN USA?

A: As of July 2019, the participation fee is \$95 per month. However, there a \$10 per month discount to any pharmacy who uses a means of payment that is most operationally and financially efficient for CPESN USA and its networks. Those payment options include bank drafting or local network fee collection.

Q: Does CPESN use any third parties to assist with fee collection?

A: CPESN USA uses its bank, First Citizens, to manage the monthly bank drafting. Stripe will be used to manage invoices and credit card payments beginning in July 2019. Four local networks offer collection of CPESN USA fees as of July 2019: RxSelect, Pennsylvania Pharmacists Care Network, Colorado CPESN, and LaCPESN.

Q: What methods of payment does CPESN USA accept?

A: CPESN USA accepts bank drafting, local network fee collecting, credit card processing, and annual invoicing. The \$10 discount is only available for pharmacies choosing bank drafting or local network fee collection.

Q: How can a pharmacy inform CPESN USA that they want to change their means of participation fee payment?

A: The pharmacy should e-mail CPESN USA at info@cpesn.com and request to change the method of payment for participation fees. CPESN USA will create an account for the participating pharmacy in Stripe and send them an initial invoice, where the pharmacy will be asked to select the means by which future monthly participation fees will be paid. This is where the pharmacy will have the option to choose credit card payments.

QUESTIONS & ANSWERS CONTINUED

Q. If a pharmacy is participating in multiple local CPESN networks, will the CPESN USA participation fee increase?

A: A participating pharmacy will only be charged the monthly \$95 fee for the primary network the pharmacy joins. Additional networks may be joined at no additional charge from CPESN USA.

Q. If multiple pharmacies under common ownership are participating in CPESN, is there a volume discount on the participation fee?

A: No. The \$95 per pharmacy, per month fee remains \$95 regardless of the number of CPESN pharmacies that join under a single owner.

Q. Can CPESN USA participation fees be subsidized by a local network sponsor or partner?

A: Yes, a third party can subsidize CPESN USA participation fees up to a limit. Local networks can find sponsors or partners to offset up to \$45 per pharmacy, per month of the \$95 per pharmacy, per month fee or up to \$40 per pharmacy, per month of the discounted \$85 per pharmacy, per month fee. As a clinically integrated network, CPESN USA requires participating pharmacies to have a financial commitment in the network, commonly referred to as “skin in the game.” Each participating pharmacy’s financial commitment must be at least 50% of the required monthly fees in order to demonstrate “skin in the game”.

Q. In addition to CPESN USA participation fees, will a local CPESN network charge participation fees?

A: Decisions on participation fees for local CPESN networks will be made by the local CPESN network leaders.

Q. Are CPESN USA participation fees refundable?

A: No. CPESN USA participation fees are not refundable.

To learn more, contact Casey Schwartz
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You can find members of CPESN USA by visiting www.cpesn.com